

24 November 2017

**AUSTRALIAN STOCK EXCHANGE LIMITED**

**Electronic Lodgement**

**PRESENTATIONS TO BE DELIVERED AT THE 2017 AGM**

Appended are copies of the Chairman's address and the Chief Executive Officer's presentation to be delivered to Shareholders at the Company's 2017 Annual General Meeting to be held at 11:00am AEDT this morning.

Yours faithfully,



Neville Walker

Company Secretary

**ASX CODE: ABV**

24 November 2017

**ASX/MEDIA RELEASE**

**Chairman's Address to the 2017 Annual General Meeting  
Advanced Braking Technology Ltd**

Dear Shareholder,

The 2016/17 financial year has been a multi-faceted one with a range of issues pertaining to our business displaying both encouraging and disappointing aspects at the same time.

The company enjoyed a very significant increase in total revenue whilst reducing expenses at the same time. Although still at an unsatisfactory level, both negative cash flow and loss from operations improved considerably. It is worth noting that this performance was achieved on basis of the existing portfolio of products and within existing markets.

The Board has been frustrated with continued quality and supply problems that have delayed the release of the new **Terra Dura**<sup>®</sup> polymer brake. At the same time, however, the Board acknowledges that clear strategies are in now place to achieve targeted production run rates by early 2018, that the teething issues affected a set of specific components only and that activities to add vehicle applications continue. With brake systems for three models being ready for the ramp-up in production, we are looking forward to a global roll-out over the coming year.

Looking ahead, the Board is supporting a range of management initiatives that strengthen organisational capabilities and competencies, delineate clearly ABT's business model and comprehensively study and define market opportunities for our extensive portfolio of brake technologies.

Once again, I would also like to express my gratitude to existing shareholders for their continued support and patience.

Finally, I would like to thank Graeme Sumner, who resigned in July 2017, and the management team for their individual and collective contributions. With Peter Hildebrandt's appointment to the role of CEO we expect an accelerated penetration of new markets both domestically and internationally.

**- ENDS -**

**For Further information, please contact:**

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Advanced Braking Technology Ltd  
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**About Advanced Braking Technology Ltd**

Advanced Braking Technology Ltd (ACN 099 107 623, ABN 66 099 107 623)  
Email: [info.perth@advancedbraking.com](mailto:info.perth@advancedbraking.com)

Advanced Braking Technology Ltd (ASX: ABV) develops and distributes innovative, high performance braking systems. Its founding product is the Sealed Integrated Braking System (**SIBS**®), a comprehensively patented Australian invention used widely in light commercial vehicles in the mining industry. The recently developed **Terra Dura**® polymer brake is on the verge of a global roll-out and has the potential to open significant new market opportunities



# Advanced Braking Technology Limited

## Annual General Meeting 2017

# Agenda

- **Board Introduction**
- **Chairman's Address**
- **Formal Business**
- **CEO's Report**
- **Questions and Answers**



**Board and Other Introductions**

# Chairman's Address



**Mr Bruce Grey  
Chairman**

**Formal Business**



# Proxies

## Summary of the 5 Resolutions



#	Resolution	For	Against	Open	Abstain	Total
1	Adoption of Remuneration Report	231,381,700	557,671,719	12,700,364	15,054,094	816,807,877
2	Re-election of Mr. Adam Levine	622,293,747	335,286,363	12,810,364	175,337,929	1,145,728,403
3	Re-election of Mr. Mark Lindh	1,062,843,556	70,074,483	12,810,364	0	1,145,728,403
4	Ratification of prior issue of Convertible Notes	908,122,353	173,389,912	12,810,364	6,905,000	1,101,227,629
5	Approval of 10% Placement Facility	953,076,389	179,024,150	12,810,364	817,500	1,145,728,403



# Financial Statements and Reports

# Proxies – Resolution 1



<b>Resolution 1:</b>		
<b>Adoption of Remuneration Report</b>		
<b>Vote</b>	<b>Votes</b>	<b>%</b>
For	231,381,700	28.86%
Against	557,671,719	69.56%
Open Usable Board	12,700,364	1.58%
Abstain	15,054,094	n/a

# Proxies – Resolution 2



<b>Resolution 2:</b>		
<b>Re-election of Mr. Adam Levine</b>		
<b>Vote</b>	<b>Votes</b>	<b>%</b>
For	622,293,747	64.13%
Against	335,286,363	34.55%
Open Usable Board	12,810,364	1.32%
Abstain	175,337,929	n/a

# Proxies – Resolution 3



<b>Resolution 3:</b>		
<b>Re-election of Mr. Mark Lindh</b>		
<b>Vote</b>	<b>Votes</b>	<b>%</b>
For	1,062,843,556	92.77%
Against	70,074,483	6.12%
Open Usable Board	12,810,364	1.11%
Abstain	0	n/a

# Proxies – Resolution 4



<b>Resolution 4:</b>		
<b>Ratification of prior issue of Convertible Notes</b>		
<b>Vote</b>	<b>Votes</b>	<b>%</b>
For	908,122,353	82.98%
Against	173,389,912	15.84%
Open Usable Board	12,810,364	1.18%
Abstain	6,905,000	n/a

# Proxies – Resolution 5



<b>Resolution 5:</b>		
<b>Approval of 10% Placement Facility</b>		
<b>Vote</b>	<b>Votes</b>	<b>%</b>
For	953,076,389	83.24%
Against	179,024,150	15.64%
Open Usable Board	12,810,364	1.12%
Abstain	817,500	n/a



Advanced Braking Technology

# ADVANCED BRAKING TECHNOLOGY

CEO PRESENTATION

AGM

24 NOVEMBER 2017

RICHMOND, VIC





# CONTENT

**BUSINESS MODEL**  
**GROWTH: THREE PHASES**  
**MILESTONES**

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**VALUE PROPOSITION:  
PRODUCT LEADERSHIP**  
CORE COMPETENCE

**USING OUR IP AND TECHNOLOGY WE  
TAKE INNOVATIVE BRAKING  
SOLUTIONS TO MARKET.**

- Research & Development
- Application Engineering
- Customer & Partner Relations
- Opportunity Development

# BUSINESS MODEL

## LEAN AND SCALABLE

### Outsourced manufacturing

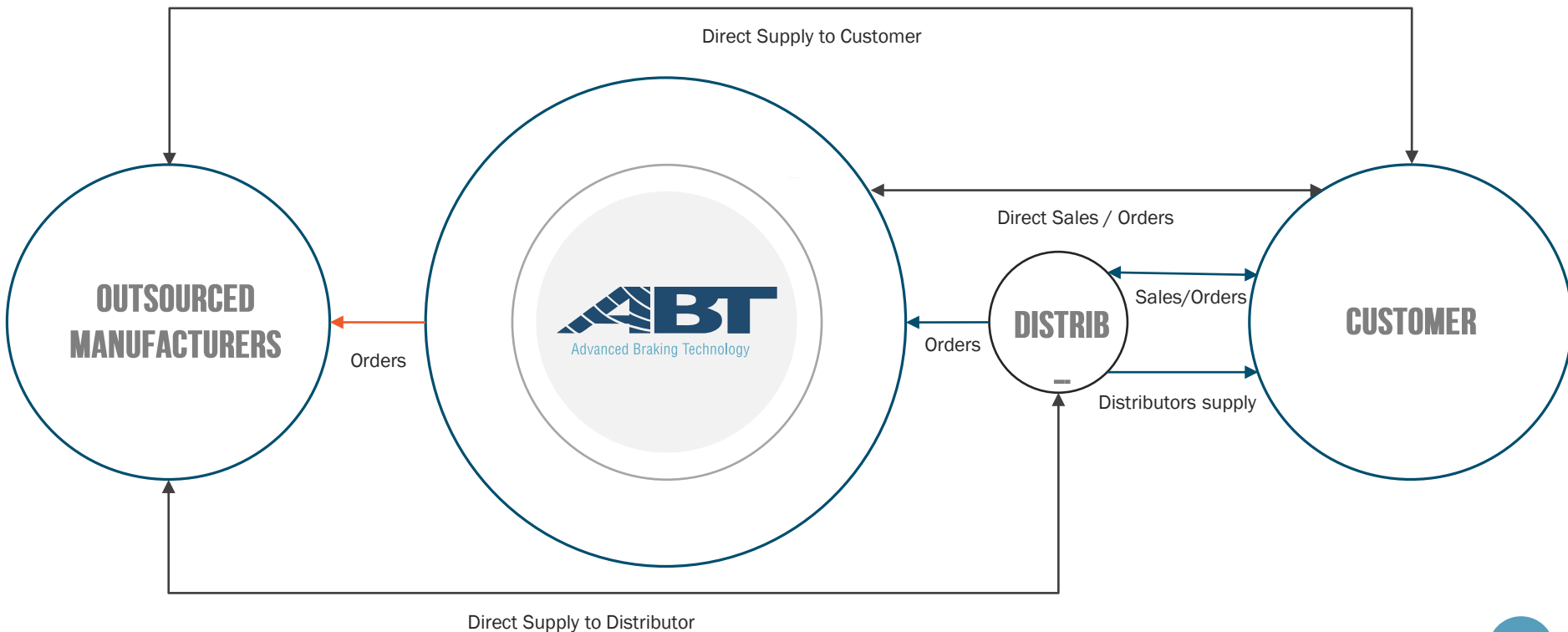
- Manufacturer(s) assemble and ship direct to end customer or distributor
- ABT holds minimal inventory

### ABT focuses on:

- Direct sales
- Partner relations
- Research & Development
- Opportunity development

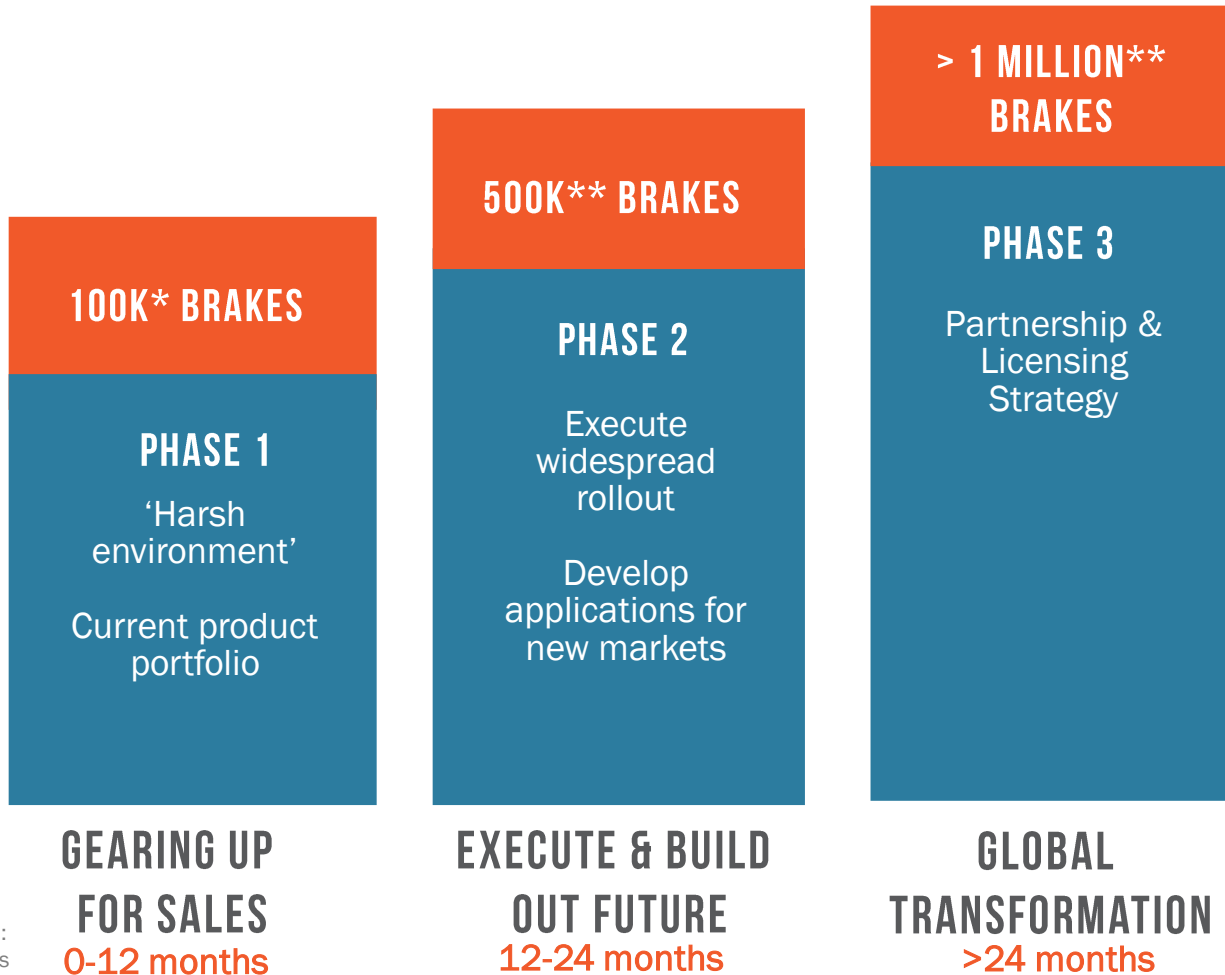
### Distributors

- 18+ distributors globally to drive international growth



# BEYOND CURRENT NICHE APPLICATIONS

## KEY REASONS TO INVEST



\* Mining only

\*\* Addressable market :  
vehicles/applications



**PHASE 1**

**GEARING UP  
FOR SALES**

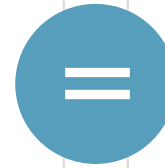
# GEARING UP FOR SALES PHASE 1

New CEO, Peter Hildebrandt, has clear strategies in place to achieve targeted production run rates by early 2018 to fulfill a significant expansion into international markets.

Peter is carrying out structural adjustments via the deployment of supply chain excellence, and development of a comprehensive distribution and channel partner engagement model that will support the projected growth trajectory over the next 12 months.

## SCALABLE SUPPLY CHAIN

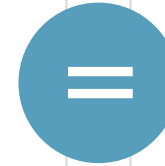
Establish an Enhanced Fulfillment Process



INCREASE PRODUCTION VOLUMES AT STRONG MARGINS

## DISTRIBUTION

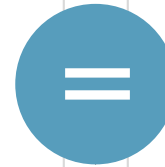
Deploy an Effective Engagement Model



BROAD ROLL-OUT OF TERRA DURA VIA AN EFFICIENT AND ENGAGED NETWORK

## BUSINESS MODEL

Define Market and Key Success Factors



PENETRATE NEW MARKETS AND INCREASE TERRA DURA VEHICLE APPLICATIONS / PRODUCT RANGE

## ORGANISATION

Build a Results Focused Organisation



OPERATE PROFITABLY TO DRIVE GROWTH AND SHAREHOLDER VALUE



**PHASE 2 & 3**

**PHASE 2**  
**EXECUTE AND BUILD  
OUT FUTURE**

**PHASE 3**  
**GLOBAL  
TRANSFORMATION**



# EXECUTE AND BUILD OUT FUTURE

## PHASE 2

### EXECUTE



**BROAD ROLL-OUT OF  
TERRA DURA**



**INCREASE PRODUCTION  
& DISTRIBUTION**



**DRIVE PROFITABILITY**

### BUILD OUT FUTURE



**CONTINUED R&D TO  
DEVELOP NEW PRODUCTS &  
VEHICLE APPLICATIONS**



**PENETRATE ADDITIONAL  
NEW MARKETS**

#### POTENTIAL NEW MARKETS:

- Emergency Services
- Trailers; Semi-trailers
- Retail – Aftermarket
- Trucks
- Buses



**INCREASE TARGET  
MARKET TO OVER  
500,000 BRAKES**

# I PHASE 3 – GLOBAL TRANSFORMATION

## ABT HAS AN EXTENSIVE AND VALUABLE PATENT PORTFOLIO

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- Potential to partner, Joint Venture and/or license technology to 3<sup>rd</sup> party
  - Advantages of Partnerships/Licensing:
    - Utilise partners resources, expertise and distribution networks
    - ‘Clip the ticket’ revenues with no significant expenditure
    - ABT maintains focus on core business, whilst gaining access to markets once inaccessible
  - Potential new markets
    - Mining: Conveyor, Lifting
    - Automation & Robotics
    - Military
    - Work Platforms and Utilities
- 
- INCREASE TARGET  
MARKET TO OVER  
1,000,000 BRAKES**

## KEY MILESTONES & ACTIVITY PIPELINE

### INVESTOR OUTLOOK

**We are progressing with the completion of the first phase of building our growth strategy towards the end of FY18. Our focus will then be on addressing enterprise strategy aspects and charting a growth path beyond current applications and markets.**

- Enhance supply chain function and capacity
- First 100 sets of Terra Dura distributed
- ABT channel partner engagement model deployed
- Fulfill initial Terra Dura demand of 1,500 sets
- Additional sales channel partners on board
- Development of new Phase 1 vehicle applications
- Phase 2 and 3 opportunities identified and defined:
  - New Product applications
  - Potential Partners, JV & Licensing transactions

# INVESTMENT HIGHLIGHTS

## INVESTOR OUTLOOK



**TERRA DURA**  
HOT OFF THE PRESS



## ROUGH ROAD TESTING FEEDBACK 22 NOVEMBER 2017



- Loops of **gravel** road with **mud and water** holes
- In total, almost **6,000 km** of both rough road and normal road use
- OE front brake found with **fully worn pads** and **failed hub seal**
- If left unchecked, this would have resulted in a **costly rebuild of front axle**
- **Terra Dura rear brakes remained sealed with minimal wear**
- **Terra Dura without wheel bearing issues**



# CONTACT



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**Thank You**

**QUESTIONS & ANSWERS**